

## Message Text

UNCLASSIFIED

PAGE 01 SEOUL 06354 250234Z

73

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /015 W

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R 250034Z SEP 74

FM AMEMBASSY SEOUL

TO USDOC WASHDC

INFO SECSTATE WASHDC 6101

UNCLAS SEOUL 6354

E.O. 11652: N/A

TAGS: BDIS, EFIN, KS

SUBJECT: LATE DELIVERY MACK TRUCKS

1. OFFICIALS OF SSANG YONG CEMENT HAVE CALLED ON EMBASSY TO EXPRESS CONCERN ABOUT INABILITY OF MACK TRUCKS, INC., ALLENTOWN, PENNSYLVANIA TO MEET SHIPPING SCHEDULE.

2. SSANG YONG OPENED LETTER OF CREDIT TO MACK TRUCKS ON

APRIL 11, 1974 FOR PURCHASE OF 335 TON CAPACITY MACK DUMP TRUCKS AND WAS GIVEN A SHIPPING DATE OF 29 SEPTEMBER 1974.

3. MACK TRUCKS, INC. CABLED THEIR KOREAN AGENT, MINE & CONSTRUCTION EQUIPMENT CO., ON SEPTEMBER 12 INCREASING PRICES AND GIVING NEW SHIPMENT DATE OF JANUARY/FEBRUARY. REASON FOR DELAY CITED BY MACK WAS U.S. GOVERNMENT ORDER CLAIMING NO. 1 PRIORITY ON MACK OUTPUT FOR USE IN NEW OIL FIELD IN ALASKA.

4. SSANG YONG OFFICIALS SEEMINGLY ACCEPT NECESSITY OF PRICE INCREASES BUT ARE UNDERSTANDABLY RATHER CHAGRINED OVER SHORT NOTICE OF FAILURE TO MEET SHIPPING DATE.

5. SSANG YONG PURCHASE OF 3 MACK DUMP TRUCKS FINANCED BY EXIM BANK AND CHASE MANHATTAN BANK. CEMENT EXPORTS ARE ONE OF FEW BRIGHT SPOTS IN PRESENTLY DARKENING KOREAN TRADE PICTURE, AND SSANG YONG CEMENT IS BY FAR KOREA'S LARGEST CEMENT EXPORTER.

6. EMBASSY ASKS USDOC ASSISTANCE IN CHECKING ON MACK TRUCK'S  
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EXPLANATION FOR SHIPPING DELAY. ANY SPEED UP IN SHIPPING

DATES WOULD BE APPRECIATED AND, IF NOTHING CAN BE DONE,  
EMBASQY COULD USE SOME SOOTHING WORDS TO PASS ON TO SSANG YONG.  
ERICSON

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRUCKS, SALES, LETTERS OF CREDIT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 25 SEP 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1974SEOUL06354  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Authority:** martinjw  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 07 MAY 2002  
**Review Event:**  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** LATE DELIVERY MACK TRUCKS  
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**To:** COM  
**Type:** TE  
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